

**GOVERNMENT OF INDIA
DEFENCE
LOK SABHA**

UNSTARRED QUESTION NO:4269
ANSWERED ON:18.05.2006
PRODUCTION BY ORDNANCE FACTORIES
Tripathy Shri Braja Kishore

Will the Minister of DEFENCE be pleased to state:

- (a) the details of various products produced for civil domestic trade and for exports by the Ordnance Factories;
- (b) the details of target fixed and achieved by Ordnance Factories for civil domestic trade and export during 2004-2005 and 2005-2006;
- (c) whether Ordnance Factories are making efforts to boost marketing of their products; and
- (d) if so, the details in this regard?

Answer

MINISTER OF STATE FOR DEFENCE PRODUCTION (RAO INDERJIT SINGH)

(a) Major products of Ordnance Factories for civil domestic market are:-

- 1.Non-Prohibited Bore Arms and Ammunition.
- 2.Aluminum Alloy Extrusions.
- 3.Explosives and chemicals.
- 4.Steel Forging and castings.
- 5.Brass Ingots.
- 6.Para sails.
- 7.Tents & clothings.
- 8.Opto-Electronic Devices.

Major products of Ordnance Factories for export market are:-

- 1.Arms and Ammunition.
- 2.Parachutes.
- 3.Explosives and chemicals.
- 4.Transport vehicles.
- 5.Arctic tents and Apparels.

(b)

Indentor Value of Sales		(Rs. Cr)	
2004-2005		2005-2006	
Target	Achieved	Target	Achieved
(Prov)			

Civil Trade	250	243	266	309
Export	125	50	15	13

(c) & (d): Yes, Sir. Some of the major efforts made in this regard are as follows:-

- 1.Participation in various Trade Fairs and International Defence Exhibitions.
- 2.Periodical advertisements in national newspapers and International Defence Review Magazines.
- 3.Registration with foreign procurement offices.
- 4.Creation of OFB's own website.
- 5.Extensive use of internet / e-mail for online response and electronic transmission of technical data on products and brochures.
- 6.Direct periodic interaction with the target customers.